



## **FOURTH QUARTER 2006**

### **Highlights from fourth quarter 2006 include:**

- Revenues of 1,054 MNOK (+56 percent relative to 675 MNOK in fourth quarter 2005)
- Operating profit of 135 MNOK (79 MNOK in fourth quarter 2005)
- Strong cash flow from operations of 254 MNOK (131 MNOK in fourth quarter 2005)
- Continued strong performance in Germany with ~1,500 machines installed
- Significant improvements in all business areas

## TOMRA FOURTH QUARTER 2006

### CONSOLIDATED FINANCIALS

Revenues in the fourth quarter 2006 amounted to 1,054 MNOK, up 56 percent from 675 MNOK in 2005. Organic growth adjusted for currency fluctuations and the acquisition of CommoDaS was 52 percent.

Gross margin equaled 33 percent in the quarter, which is down from 38 percent in the corresponding period in 2005. This is a temporary decline due to a high volume contract in Germany with lower gross margin. Operating profit in the quarter equaled 135 MNOK, a significant improvement compared to 79 MNOK last year. The increase was due primarily to increased sales within all business segments, partly offset by 20 MNOK in one-off costs related to the projects in the UK and Presona. Net financial income in the period was positive at 3 MNOK influenced by a 5 MNOK currency gain.

Cash flow from operations in the fourth quarter 2006 equaled 254 MNOK and the total cash balance at the end of the quarter was 286 MNOK, down from 491 MNOK at the same point in time in 2005. The main reasons for the negative change in the cash balance and increased interest bearing debt versus 2005 are increased working capital requirements related to Germany and buybacks of approximately 9.6 million shares.

### SEGMENT REPORTING

#### Collection Technology – Deposit Solutions

Revenues in the Collection Technology segment equaled 625 MNOK in fourth quarter 2006, an increase of 76 percent versus 2005. Total revenues for 2006 were up 105 percent. The main driver for both the quarterly and the full-year growth was increased sales to Germany, but also other markets contributed positively.

Gross margin in the quarter equaled 37 percent, down from 45 percent in the corresponding period in 2005. This was a consequence of significant deliveries under the 4,000 machine order from Germany with lower than usual gross margin. The operating profit of 123 MNOK in the quarter represented a near doubling of the 66 MNOK generated in fourth quarter 2005.

<i>Figures in NOK million</i>	<b>4q06</b>	<b>4q05</b>	<b>2006</b>	<b>2005</b>
Revenues	625	356	2,429	1,183
- Nordic	140	97	422	377
- Central Europe	378	157	1,616	433
- US East & Canada	107	102	391	373
Gross contribution*	228	159	981	541
- in %	37%	45%	40%	46%
Operating expenses**	105	93	417	424
Operating profit	123	66	564	117
- in %	20%	19%	23%	10%
* includes charges of	-	-	-	12
**includes charges of	-	6	-	46

#### Europe

Revenues in Europe equaled 518 MNOK in the fourth quarter 2006, up 104 percent versus 2005. On an annual basis revenues increased by 152 percent to 2,038 MNOK. Currency fluctuations had limited effect on the growth.

TOMRA installed 1,450 new machines and upgraded 50 existing machines in Germany in fourth quarter 2006. Thus the estimate of 1,300 machine placements was exceeded. Of the 9,800 machines ordered from TOMRA in Germany so far, approximately 8,800 machines were installed in 2006 and 100 in 2005. 900 machines, which were previously scheduled for installation in 2006, have been moved into 2007 as commented in the previous quarterly report.

Revenues from European markets outside of Germany increased significantly in the quarter. In the Nordic countries revenues grew by 44 percent due to high machine sales. Holland also showed strong momentum on the back of upgrades and new software updates and installations. In addition, the service business continued to develop favorably. As a result of increased focus, service revenues from European markets generated almost 500 MNOK in revenues in 2006 (excluding installation fees in Germany).

In Finland, the current deposit system will be expanded to also include non-refillable plastic bottles from 1 January 2008. This presents TOMRA with an opportunity to replace old machines with new and to expand backroom solutions. Early 2007 TOMRA signed contracts with an aggregated value of almost 150 MNOK. TOMRA has also signed contracts in Denmark worth approximately 50 MNOK in early 2007.

Based on the fact that TOMRA has not yet received significant new orders from Germany for delivery in first half 2007, revenues and profits in the segment will come down compared to 2006.

### US East & Canada

Revenues in US East and Canada equaled 16.8 MUSD in fourth quarter 2006, up 8 percent compared to fourth quarter 2005. Measured in NOK the increase was 5 percent. Favorable machine placements and mix effects were the key drivers as container volumes in the quarter were down. 2006 revenues were up 5 percent measured in both USD and NOK versus 2005. A total of 1,700 machines were sold or leased in North America in 2006.

### **Materials Handling**

Revenues within Materials Handling in fourth quarter 2006 increased by 37 percent to 41.6 MUSD. Full-year revenues were up 21 percent measured in USD and 20 percent measured in NOK to 1,021 million.

Gross margin in the quarter was flat compared to last year despite increased sourcing of commercial volumes in California, which usually have lower margins than the other activities in the segment. 26 MNOK in operating profit represented a strong development versus 5 MNOK last year even when adjusting for 2005 restructuring charges of 6 MNOK.

<i>Figures in NOK million</i>	<u>4q06</u>	<u>4q05</u>	<u>2006</u>	<u>2005</u>
Revenues	266	201	1,021	848
- US East & Canada	119	105	500	469
- US West	147	96	521	379
Gross contribution	55	43	221	196
- in %	21%	21%	22%	23%
Operating expenses*	29	38	120	131
Operating profit	26	5	101	65
- in %	10%	2%	10%	8%
*includes charges of	-	6	-	6

### US East & Canada

Revenues in the quarter increased by 18 percent to 18.7 MUSD. Growth was driven by a processing agreement in Canada and by materials marketing activities, partly offset by a decline in container volumes. Total revenues for 2006 were up 7 percent compared to last year measured in both USD and NOK.

### California

The Californian operations experienced a significant revenue increase of 58 percent to 22.9 MUSD in fourth quarter due to growth in container volumes, favorable commodity pricing and processing on behalf of third party entities. Annual revenues increased by 38 percent in USD and 37 percent in NOK.

### **Industrial Processing Technology**

Fourth quarter 2006 revenues amounted to 155 MNOK, an increase of 32 percent versus the same period in 2005. Growth was driven by strong sales in both TiTech and Orwak Group and the inclusion of CommoDaS. Total 2006 revenues were up 33 percent, mostly driven by strong organic growth in TiTech. Operating profit in the quarter increased to 24 MNOK from 19 MNOK in 2005.

<i>Figures in NOK million</i>	<u>4q06</u>	<u>4q05</u>	<u>2006</u>	<u>2005</u>
Revenues	155	117	504	379
- Nordic	22	27	65	83
- Central Europe & UK	67	74	262	203
- Rest of Europe	32	1	87	30
- US East & Canada	13	10	31	23
- Rest of World	21	5	59	40
Gross contribution	72	53	240	174
- in %	46%	45%	48%	46%
Operating expenses*	48	34	161	137
Operating profit	24	19	79	37
- in %	15%	16%	16%	10%
*includes charges of	-	2	-	5

### Recognition & sorting platform

2006 was the fourth year in a row for TiTech in setting new highs. Revenues increased by 40 percent compared to the previous record year of 2005. Strong growth in the company's traditional operations in combination with increased sales within new segments and markets were instrumental in delivering the good results.

CommoDaS had a strong second half 2006. The company had strong organic growth and a sound margin structure in 2006. Continued growth in 2007 will improve margins further.

### Volume reduction platform

Orwak Group AB also had a positive development of its business in 2006. Revenues increased by 4 percent, and its efforts toward selling its smaller vertical compactors in particular showed significant progress. This product area had an increase in revenues of 7 percent, while the sale of large, horizontal balers went down compared to 2005 because of postponed deliveries of certain significant orders. Profitability was negatively impacted by 5 MNOK in one-off costs in Presona.

### **Collection Technology – Non-Deposit Solutions**

In fourth quarter 2006 TOMRA booked 8 MNOK in revenues in this segment compared to 1 MNOK in 2005. On a full year basis, revenues came in at NOK 11 million in 2006 versus NOK 3 million in 2005. Due to extensive investments in technology, particularly related to the industrialization of the Tomra Recycling Center (TRC), the operating loss

in this segment equaled NOK 73 million in 2006 compared to a loss of NOK 66 million in 2005.

<i>Figures in NOK million</i>	<u>4q06</u>	<u>4q05</u>	<u>2006</u>	<u>2005</u>
Revenues	8	1	11	3
- Central Europe & UK	7	-	7	-
- Rest of World	1	1	4	3
Gross contribution	(7)	-	(9)	0
- in %	-	-	-	-
Operating expenses	27	8	64	66
Operating profit	(34)	(8)	(73)	(66)

### The UK

TOMRA and TESCO continue to work together on the roll-out of the 100 TRCs ordered. 7 centers were shipped and 5 centers installed during fourth quarter 2006. The new centers have been well received by consumers and volumes are developing favorably.

Costs related to the industrialization of the product were high in the fourth quarter for two reasons. First, TOMRA had to change its key sub-supplier late November 2006. This caused extra costs of 15 MNOK in the quarter and delays in the installation schedule. The Swedish company Partnertech has been appointed new main sub-supplier, and installations will continue in first quarter 2007 to compensate for the delays in fourth quarter 2006. Second, TOMRA has built up a UK organization responsible for installation and service. A remote control center has also been established to monitor the performance and operation of the TRCs.

TOMRA is on track for delivery of ~90 centers in second and third quarter 2007.

### Japan

At the end of December 2006, the total number of TOMRA installations in Japan was approximately 150. In Tokyo, TOMRA and Sumitomo Corporation now have close to 50 reverse vending machines installed in eight wards. The machines are working according to expectations with an average of almost 700 beverage containers collected per machine per day.

New machine models are being developed specifically for Japan in order to create even more momentum. The project is also attracting a lot of interest from media. Japan's largest newspaper, Yomiuri Shimbun, ran a front-page article on the project in November and the national broadcaster NTK aired a 3 minute segment on the opening of a new site. All in all TOMRA and Sumitomo are on track towards the short-term goal of reaching an

installed base of 100 machines in the Tokyo area before summer 2007.

### Other markets

TOMRA is in early discussions with several potential customers regarding TRC projects in markets outside the UK. It is too early to conclude on the outcome, but increased awareness around recycling in general and retailers' responsibilities in particular provides a good basis for discussions. Based on recent experiences it is now more a question of when rather than if we will see new pilots or projects in other non-deposit markets.

## **SHARES AND SHAREHOLDERS**

The total number of issued shares at the end of fourth quarter 2006 was 173,641,864 shares, including 9,221,547 treasury shares. In accordance with the decision by the extraordinary AGM in 2006 8,951,647 treasury shares will be deleted. Consequently 164.7 million shares will be outstanding once the cancellation has been approved by the Company Register in Norway.

The total number of shareholders decreased from 13,960 at the end of third quarter 2006 to 12,218 at the end of fourth quarter 2006. 65 percent of TOMRA's shareholders were Norwegian residents at the end of fourth quarter 2006.

TOMRA's share price increased from NOK 39.80 to NOK 43.00 during fourth quarter 2006. The number of shares traded at the Oslo Stock Exchange in the period was 105 million shares compared to 181 million in 2005.

For 2006, the Board proposes a dividend of 0.40 NOK per share. The AGM on 17 April 2007 will finally decide on the dividend distribution.

Asker, 13 February 2007

The Board of Directors  
TOMRA SYSTEMS ASA

Jan Chr. Opsahl  
Chairman of the Board

Amund Skarholt  
President & CEO

## FINANCIAL STATEMENT – FOURTH QUARTER 2006

<b>INCOME STATEMENT</b> <i>(Figures in NOK million)</i>	<b>4th Quarter</b>		<b>Accumulated 31 December</b>	
	<b>2006</b>	<b>2005</b>	<b>2006</b>	<b>2005</b>
Operating revenues	1054.2	675.1	3965.0	2413.1
Cost of goods sold	686.3	398.7	2452.5	1433.9
Depreciations/write-down	20.4	22.1	79.7	68.5
<i>Gross contribution</i>	<i>347.5</i>	<i>254.3</i>	<i>1432.8</i>	<i>910.7</i>
Operating expenses	182.8	150.0	684.0	673.5
Depreciations/write-down	29.9	25.6	93.8	104.2
<i>Operating profit</i>	<i>134.8</i>	<i>78.7</i>	<i>655.0</i>	<i>133.0</i>
Net financial income	3.3	5.0	1.2	14.5
<i>Profit before taxes</i>	<i>138.1</i>	<i>83.7</i>	<i>656.2</i>	<i>147.5</i>
Taxes	45.3	27.3	216.3	55.2
<i>Net profit continued operations</i>	<i>92.8</i>	<i>56.4</i>	<i>439.9</i>	<i>92.3</i>
Profit/(loss) on discontinued operations	0.0	0.0	0.0	<b>(70.4)</b>
<i>Net profit for the period</i>	<i>92.8</i>	<i>56.4</i>	<i>439.9</i>	<i>21.9</i>
Minority interest	<b>(2.9)</b>	<b>(1.5)</b>	<b>(12.7)</b>	<b>(13.6)</b>
<i>Earnings per share (NOK)</i>	<i>0.54</i>	<i>0.31</i>	<i>2.48</i>	<i>0.05</i>

<b>BALANCE SHEET</b> <i>(Figures in NOK million)</i>	<b>31 December</b>	
	<b>2006</b>	<b>2005</b>
<b>ASSETS</b>		
Intangible assets	775.8	683.3
Leasing equipment	117.9	154.0
Other fixed assets	632.9	659.2
Inventory	524.5	334.1
Short-term receivables	972.6	671.6
Cash and cash equivalents	286.4	491.4
<b>TOTAL ASSETS</b>	<b>3310.1</b>	<b>2993.6</b>
<b>LIABILITIES &amp; EQUITY</b>		
Paid-in capital	1582.7	1592.3
Retained earnings	388.9	573.6
Minority interests	65.8	75.2
Deferred taxes	19.8	18.0
Long-term interest-bearing liabilities	372.3	27.8
Short-term interest-bearing liabilities	7.8	33.5
Other liabilities	872.8	673.2
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3310.1</b>	<b>2993.6</b>

<b>CASH FLOW STATEMENT</b> <i>(Figures in NOK million)</i>	<b>4th Quarter</b>		<b>Accumulated 31 Dec.</b>	
	<b>2006</b>	<b>2005</b>	<b>2006</b>	<b>2005</b>
Profit before taxes	138.1	83.7	656.2	147.5
Changes in working capital	79.8	23.3	<b>(339.2)</b>	<b>(51.4)</b>
Other operating changes	35.8	23.9	29.1	146.4
Total cash flow from operations	253.7	130.9	346.1	242.5
Total cash flow from investments	<b>(18.3)</b>	<b>(14.2)</b>	<b>(252.4)</b>	<b>(176.5)</b>
Total cash flow from financing	36.3	<b>(206.0)</b>	<b>(300.3)</b>	<b>(566.1)</b>
<i>Total cash flow for period</i>	<i>271.7</i>	<i>(89.3)</i>	<i>(206.6)</i>	<i>(500.1)</i>
Exchange rate effect on cash	<b>(0.4)</b>	8.6	1.6	8.5
Opening cash balance	15.1	572.1	491.4	983.0
Closing cash balance	286.4	491.4	286.4	491.4

**FINANCIAL STATEMENT – FOURTH QUARTER 2006**  
**(Continued)**

<b>EQUITY</b> <i>(Figures in NOK million)</i>	<b>Accumulated 31 Dec.</b>	
	<b>2006</b>	<b>2005</b>
<i>Opening balance</i>	2165.9	2563.8
Net profit	427.1	8.3
Translation difference	(82.1)	118.5
Equity settled transactions	(63.0)	15.4
Other equity adjustments	0.0	(7.7)
Dividend paid	(60.9)	(321.3)
Net purchase of own shares	(415.4)	(211.1)
<i>Closing balance</i>	1971.6	2165.9

<b>INTERIM RESULTS</b> <i>(Figures in NOK million)</i>	<b>4<sup>th</sup> Quarter 2006</b>	<b>3<sup>rd</sup> Quarter 2006</b>	<b>2<sup>nd</sup> Quarter 2006</b>	<b>1<sup>st</sup> Quarter 2006</b>	<b>4<sup>th</sup> Quarter 2005</b>
Operating revenues (MNOK)	1054.2	1068.0	1020.4	822.4	675.1
EBITDA (MNOK)	185.1	234.2	243.7	165.5	126.4
Operating profit (MNOK)	134.8	194.1	202.7	123.4	78.7
Sales growth (year-on-year) (%)	56.2	66.5	72.1	63.2	20.1
Gross margin (%)	33.0	35.2	38.8	38.1	37.7
Operating margin (%)	12.8	18.2	19.9	15.0	11.7
EPS (NOK)	0.54	0.71	0.76	0.47	0.31
EPS (NOK) fully diluted	0.54	0.71	0.76	0.47	0.31

**NOTES:**

The 2006 and 2005 financial figures have been prepared and presented based upon International Financial Reporting Standards (IFRS). This quarterly report has been prepared in accordance with IAS34, and in accordance with the principles used in the annual accounts for 2006. The quarterly figures do not however include all information required for a full annual financial statement of the Group and should be read in conjunction with the annual financial statement for 2006. The quarterly figures have not been audited. The quarterly reports require management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. The significant judgments made by management in preparing these condensed consolidated interim financial statements in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements as of and for the year ending 31 December 2006.

Revenue recognition: Revenues from sales and sales-type leases of the company's products are generally recognized at the time of installation. Revenues from service contracts and operating leases of the company's products are recognized over the duration of the related agreements. Other service revenues are recognized when services are provided.

Use of financial instruments: The Group does not apply hedge accounting in accordance with IAS39 on any contracts as of 31 December 2006.

Seasonality: The Materials Handling operations, and to some extent the US Collection Technology operations, are influenced by seasonality. The seasonality mirrors the beverage consumption pattern in the US, which normally is higher during the summer (2Q and 3Q) than during the winter (1Q and 4Q).

Segment reporting: TOMRA has divided its primary reporting format into four business segments: Collection Technology – Deposit Solutions, Materials Handling, Industrial Processing Technology and Collection Technology – Non-Deposit Solutions. In addition, the corporate overhead costs are reported in a separate column. The split is based upon the risk- and return profile of the Group's different activities; also taking into consideration TOMRA's internal reporting structure.

- Collection Technology - Deposit Solutions consists of the sale, lease and servicing of RVMs to retail stores in Europe and North America plus related data management systems, which monitor container collection volumes and related cash flows.
- Materials Handling consists of pick-up, transportation and processing of empty beverage containers on behalf of beverage producers/fillers on the US East Coast and in Canada. In addition, this segment includes the collection activities in California, where TOMRA owns and operates a number of collection centers outside retail stores.
- Industrial Processing Technology consists of TiTech Visionsort and CommoDaS, which provide advanced optical sorting systems, and Orwak Group, a leading provider of compaction solutions for recyclables such as cardboard, paper and plastics.
- Collection Technology – Non-Deposit Solutions consist of general business development activities and projects in e.g. Japan and UK. The segment includes activities related to the Tomra Recycling Center (TRC), a fully automated low cost recycling center for non-deposit markets.
- Group Functions consist of costs related to corporate functions at TOMRA's headquarters.

Assets and liabilities are distributed on the different business segments, except for cash, interest-bearing debt and tax-positions, which are allocated to Group Functions. There are no material segment revenues from transactions with other segments.

Discontinued operations comprise TOMRA's Brazilian operations, which were sold in August 2005. The result from discontinued operations is presented in a separate line in the Profit and Loss statement.

## APPENDIX: SEGMENT FINANCIALS

SEGMENT <i>(Figures in NOK million)</i>	Collection Technology – Deposit Solutions		Materials Handling		Industrial Processing Technology		Collection Technology – Non-Deposit Solutions		Group Functions		Total	
	4 <sup>th</sup> Quarter		4 <sup>th</sup> Quarter		4 <sup>th</sup> Quarter		4 <sup>th</sup> Quarter		4 <sup>th</sup> Quarter		4 <sup>th</sup> Quarter	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Revenues	625	356	266	201	155	117	8	1	-	-	1054	675
- Nordic	140	97	-	-	22	27	-	-	-	-	162	124
- Central Europe & UK	378	157	-	-	67	74	-	-	-	-	452	231
- Rest of Europe	-	-	-	-	32	1	-	-	-	-	32	1
- US East & Canada	107	102	119	105	13	10	-	-	-	-	239	217
- US West	-	-	147	96	-	-	-	-	-	-	147	96
- Rest of World	-	-	-	-	21	5	1	1	-	-	22	6
Gross contribution	228	159	55	43	72	53	(7)	0	0	0	348	255
- in %	37%	45%	21%	21%	46%	45%	-	-	-	-	33%	38%
Operating profit	123	66	26	5	24	19	(34)	(8)	(4)	(3)	135	79
- in %	20%	19%	10%	2%	15%	16%	-	-	-	-	13%	12%

SEGMENT <i>(Figures in NOK million)</i>	Collection Technology – Deposit Solutions		Materials Handling		Industrial Processing Technology		Collection Technology – Non-Deposit Solutions		Group Functions		Total	
	Accumulated 31 Dec		Accumulated 31 Dec		Accumulated 31 Dec		Accumulated 31 Dec		Accumulated 31 Dec		Accumulated 31 Dec	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Revenues	2429	1183	1021	848	504	379	11	3	-	-	3965	2413
- Nordic	422	377	-	-	65	83	-	-	-	-	487	460
- Central Europe & UK	1616	433	-	-	262	203	7	-	-	-	1885	636
- Rest of Europe	-	-	-	-	87	30	-	-	-	-	87	30
- US East & Canada	391	373	500	469	31	23	-	-	-	-	922	865
- US West	-	-	521	379	-	-	-	-	-	-	521	379
- Rest of World	-	-	-	-	59	40	4	3	-	-	63	43
Gross contribution	981	541	221	196	240	174	(9)	0	0	0	1433	911
- in %	40%	46%	22%	23%	48%	46%	-	-	-	-	36%	38%
Operating profit	564	117	101	65	79	37	(73)	(66)	(16)	(20)	655	133
- in %	23%	10%	10%	8%	16%	10%	-	-	-	-	17%	6%
Investments	109	109	103	72	155	142	5	2	-	-	371	325
Assets	1545	1226	700	694	698	477	18	5	349	591	3310	2994
Liabilities	564	466	93	118	114	70	2	2	500	97	1273	752